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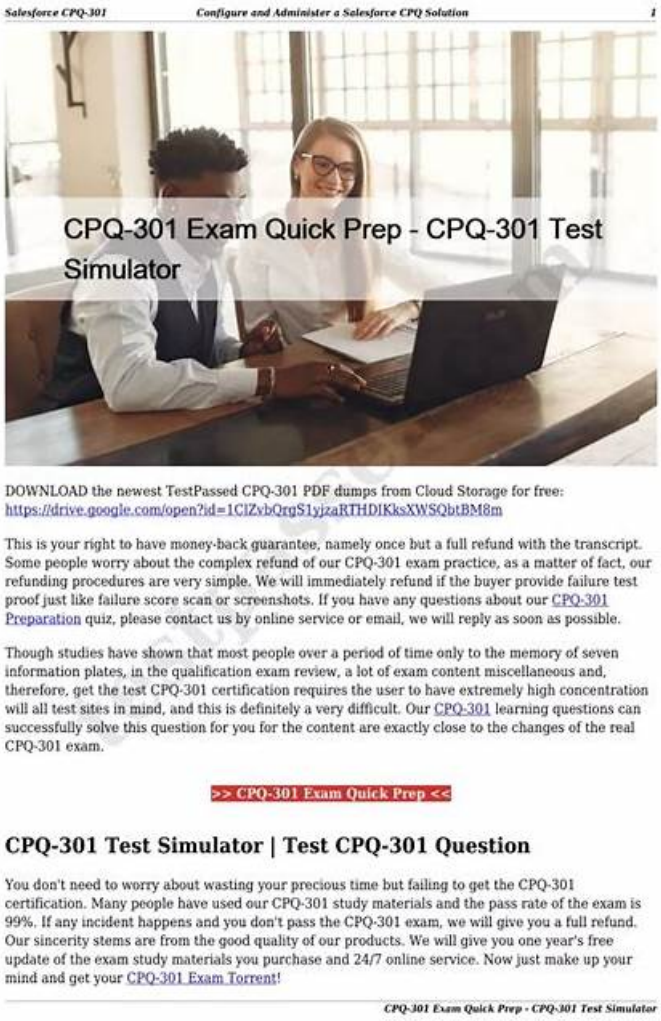

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q15-Q20):

NEW QUESTION # 15
"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.
How should the Admin configure this?

- A. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- B. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."
- C. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- D. Create a bundle with Container B and options X, Y, and Z as product options for Container A.

Answer: C

NEW QUESTION # 16
Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

- A. Create a Discount Schedule for each currency in the related list on the Product.
- B. Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.
- C. Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.
- D. Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.

Answer: C

NEW QUESTION # 17
Universal Containers only sells-fid Products as part of a container Product. The admin wants to hide all lid Products from Product Selection.

- A. Check the Hidden checkbox.
- B. Set the Product Family value to Accessory.
- C. Check the Component checkbox.
- D. Include lid Products in the description of container Products.

Answer: C

NEW QUESTION # 18
Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- A. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.
- B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- C. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- D. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this filed.

Answer: C

NEW QUESTION # 19
"UC wants to show a custom text field on their Quote Document. This field with API name Additional_Text__c already exists and is located on the Quote object.
What is the correct syntax to insert this into an HTML Template Content?

- A. {!quote.Additional_Text__c}
- B. {ISBQQ__Quote__r.Additional_Text__c}"
- C. {Iquote__r.Additional_Text__c}
- D. {ISBQQ__Quote__c.Additional_Text__c}

Answer: A

NEW QUESTION # 20
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